

Message Text

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INFO OCT-01 EA-07 ISO-00 EB-03 RSC-01 /012 R

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R 102108Z OCT 74

FM SECSTATE WASHDC

TO AMEMBASSY SEOUL

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E.O. 11652: NA

TAGS: BEXP, KS

SUBJECT: PRODUCT OPPORTUNITY: EXPANSION PROJECT OF TONG
YANG CEMENT CO.

REF: SEOUL 6600

1. CONVERSATION WITH BOTH G.E. AND FULLER DISCLOSE G.E.
RECEIVED LETTER OF INTENT IN MID DEC. 1973 AND ORDER IN JAN.
1974, BUT DELIVERY BASED ON ENGINEERING APPROVAL. SAID RELEASE
REQUIRED DRAWINGS FRO APPROVAL TO BE SUBMITTED WHICH ADDED 8
WEEKS TO SCHEDULE. SAID APPROVAL REQUIRED FIRST BE MADE BY
FULLER THEN BY TONG YANG AND THEN RETURNED TO
G.E. AND THEN PRODUCTION PROMISE TIME WOULD BEGIN.

2. AS OF PRESENT G.E. AHEAD OF PROMISE SCHEDULE
BASED FROM DATE OF FINAL RELEASE. RELEASE GIVEN TO G.E. AT
MEETING OF JULY AT FULLER. UNDERSTAND ORIGINAL PROMISE BY
FULLER WAS 12 MONTH FROM DATE OF LETTER OF CREDIT OR APPROVED
DRAWINGS. LETTER OF CREDIT WAS JANUARY 1974 AND FINAL APPROVAL
OF DRAWING JULY 1974.

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3. MR. LEE, MANAGING DIRECTOR OF TONG YANG, VISITED FULLER
THIS WEEK. G.E. ALSO MET WITH FULLER, BUT DID NOT MEET MR.

LEE.

4. G.E. STATES THEY WERE NOT AWARE OF ANY COMMITMENT OR PROMISE MADE BY FULLER ON THIS PROJECT. G.E. WERE WILLING TO MEET WITH MR. LEE, BUT FULLER DID NOT ARRANGE.

5. MR. LEE LEAVING FULLER OCTOBER 10. FULLER AND G.E. ARE SENDING JOINT PERSONNEL IN APPROXIMATELY WEEK TO PROJECT SITE TO SEE SCHEDULE AND WHERE THEY CAN ASSIST WITH INFORMATION OF WORK THAT CAN BE DONE PREPARATORY TO RECEIVING FINAL ELECTRICAL COMPONENTS. THIS WILL REDUCE TIME AT FINAL INSTALLATION AT START UP.

6. FULLER ADVISES THEY WILL BE SHIPPING THEIR MECHANICAL EQUIPMENT BY END OF 74, WHERE ELECTRICAL STARTERS CUSTOM BUILT TO SPECIFIC MOTOR REQUIREMENT, WILL BE SHIPPED AS COMPLETED AFTER END OF 74 TO JULY 75.

7. OUR BELIEF THAT G.E. IS DOING ALL POSSIBLE TO MEET THEIR PROMISES TO FULLER, BUT CAN BE MISINTERPRETED AS TO WHAT STARTING DATE. WE WILL CONTINUE FOLLOWING UP WITH G.E. AND ASSISTING FULLER.

8. CONVERSATIONS HELD WITH MR. HOLT STEELE, V.P. INTERNATIONAL AND MR. RALPH COLBY BOTH IN NEW YORK OFFICE OF G.E. AND MR. WALTER HORNER, PRESIDENT OF FULLER AND MR. BOB JOHNSON, INTERNATIONAL PRODUCT MANAGER OF FULLER.

9. IT WAS SUGGESTED TO FULLER THAT WITH CONTINUED COMMUNICATIONS WITH G.E., WE ARE SURE THEY WOULD DO THEIR BEST TO IMPROVE. LESS CRITICAL APPROACH TOWARD G.E. IN PRESENCE OF CUSTOMERS WOULD BE ADVISABLE IN ORDER TO REFLECT CREDIT ON BOTH FULLER AND G.E. BOTH FIRMS WILL ADVISE OUTCOME OF PERSONNEL TRIP TO KOREA AND WE WILL INFORM EMBASSY. INGERSOLL

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